



NEWS RELEASE

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Allegra F. McCullough Named SBA Associate Deputy Administrator for Government Contracting and Business Development

WASHINGTON – Allegra F. McCullough, the former regional administrator for the U.S. Small Business Administration's mid-Atlantic region, has been appointed as the associate deputy administrator for government contracting and business development, SBA Administrator Hector V. Barreto announced today.

As associate deputy administrator, McCullough will serve as chief adviser to the Administrator on the implementation of policies and procedures for the Office of Government Contracting and Business Development, which oversees the 8(a) Business Development program, the HUBZone Empowerment Contracting program and the offices of Technology, Size Standards and Policy, Planning and Liaison.

"I am pleased to announce that Allegra McCullough will serve as our new associate deputy administrator for Government Contracting and Business Development," Barreto said. "Allegra brings a wealth of knowledge and experience in these key areas and will play a vital role in administering the SBA's government contracting programs, and helping small businesses receive their fair share of federal contracting opportunities."

As regional administrator, McCullough was responsible for the delivery of the SBA's financial assistance, business development and counseling programs for Delaware, Maryland, Pennsylvania, Virginia, Maryland, West Virginia and the District of Columbia. Under her leadership, the SBA approved 7,332 loans for \$787 million under the 7(a) program and 282 loans for \$136 million under the 504 program for fiscal year 2003, a 31 percent increase in the region's lending volume over FY 2002.

In addition to dramatically increasing access to capital for small businesses in Region III, McCullough made a personal commitment to increasing contracting opportunities for small businesses. She created a regional procurement task force and met personally with high-level procurement officials throughout the region immediately after her appointment. She also directed district managers and their staff to conduct a series of matchmaking workshops where small businesses meet one-on-one with federal agencies.

Before joining the SBA, McCullough was the director of the Department of Minority Business Enterprise for Virginia. She was appointed as director in August 2000, two years after becoming the first minority in Virginia's history to be appointed assistant secretary of the Commonwealth.

McCullough holds a master's degree in Human Resource Management from Marymount University and a B.A. in Education from the University of Virginia. The former high school English and drama teacher also has worked as a marketing and human resource consultant, corporate trainer and television producer.

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She received the 2002 *50 Influential Minorities in Business Award* from the National Business & Professionals Network, the 2002 *Daisy Bates Business Advocate Award* from the National Federation of Black Business Women Owners, the 2002 *Virginia Minority Business Advocate Award* from the SBA and the 2001 *Community Service Award* from the League of Korean Americans-USA.

McCullough serves on the boards of the Virginia Foundation for Humanities and Public Policy and the Paramount Theater Foundation of Charlottesville. She also served on the Virginia Small Business Financing Authority, the Virginia Small Business Commission and the Greater Richmond Urban League.

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